# Training Systems Contract II Acquisition

**10 September 2003**

NAVAL AVIATION TECHNOLOGIES

# Background

- Multiple award ID/IQ contract
- Follow-on to TSC 2000
- The primary customer for this acquisition is NAVAIR PMA-205
- Secondary customers include:
  - Other Navy commands
  - Defense Modeling and Simulation Office
  - Marine Corps
  - Coast Guard
  - Army

# Background

- LOT I - Trainer/Training System -Analysis, design, development, integration, delivery, modification, modeling and simulation, and support of training systems
- LOT II - Technology-based Curricula- Planning, analysis, design, development, implementation, evaluation, support, maintenance, modification, modeling and simulation, and management of technology-based training products

# Background

- Eight year ordering period
- $3 billion overarching ceiling
- Partial small business set-aside
  - Small business concerns
  - Small 8(a) disadvantaged business concerns

# Acquisition History

Pre-solicitation Activity and Considerations → Solicitation and Proposal Evaluation Phase → Contract Awards and Post Award Considerations

# Pre-solicitation Activity and Considerations

*Emphasis on soliciting industry feedback and input throughout the pre-solicitation phase*

- Synopsis of TSC II acquisition on 19 July 2002
- Draft RFP released on 1 August 2002
- Extensive one-on-one briefings to industry between 5-30 August 2002 – 51 briefings conducted
  - Processes
  - Past performance
  - Small business and 8(a) SDB participation

# Solicitation and Proposal Evaluation Phase

Final RFP released 6 September 2002

- Written proposals submitted 4 November 2002
- Oral presentations conducted between 8 November 2002 and 28 February 2003

# Solicitation and Proposal Evaluation Phase

*Evaluation Factors for Award*

- Past Performance
- Technical
  - Equal to Past Performance
  - Management and Systems Engineering/ISD Subfactors
  - Systems Engineering/ISD Processes validated through Process examination and Sample Order
- Price
  - Very low ranked factor since Orders are competed
  - Sample Order basis of evaluation

# Solicitation and Proposal Evaluation Phase

*Past Performance*

- Past Performance Information Retrieval System
- Questionnaires
- Opportunity to address adverse findings

# Solicitation and Proposal Evaluation Phase
*Technical*

- Processes capable of ensuring repeatable success

- Demonstration of the application of processes to satisfy a sample order requirements

# Solicitation and Proposal Evaluation Phase

*Price*

- Reasonableness
- Balance

# Solicitation and Proposal Evaluation Phase

*Source Selection Structure*

- Source Selection Evaluation Board
  - Evaluation against the specified criteria
- Source Selection Advisory Council
  - Comparative assessment of offerors
- Source Selection Authority
  - Selection of the most highly rated offerors

# Contract Awards and Post Award Considerations

- Contract awards
  - Lot I 29 August 2003
  - Lot II 15 August 2003

# Contract Awards and Post Award Considerations

Successful Offerors - Lot I

- Large Business concerns
  - Boeing
  - CAE USA
  - Indra Systems
  - L-3 EER
  - L-3 LINK
  - Lockheed Martin Information Systems
  - NLX Corporation
  - Northrop Grumman Information Technology
  - Science Applications International Corporation

# Contract Awards and Post Award Considerations

Successful Offerors - Lot I

- Small Business concerns
  - Aero Simulation, Inc. (SDB)
  - J. F. Taylor
  - Symvionics (SDB)

- Small 8(a) Disadvantaged Business concern
  - DEI Services, Inc.

# Contract Awards and Post Award Considerations

Successful Offerors - Lot II

- Large Business concerns
  - Anteon
  - Boeing
  - Lockheed Martin Information Systems

# Contract Awards and Post Award Considerations

Successful Offerors - Lot II

- Small Business concerns
  - Advanced Engineering and Research Associates
  - Carley Corporation (WOSB)
  - Delex
  - D.P. Associates (VOSB)

# Contract Awards and Post Award Considerations

*Socio-economic Considerations*

- Semi-annual reporting of TSC II subcontracting performance against proposed goals
  - Small business concerns
  - Woman-owned small business concerns
  - Small disadvantaged business concerns
- Subcontracting performance may be accessed as an evaluation factor/subfactor for delivery orders
- Primes are permitted to add subcontractors – this facilitates achievement of proposed socio-economic goals

# Contract Awards and Post Award Considerations

*Socio-economic Considerations*

- Posting of TSC II requirements on NAVAIR Orlando web site